

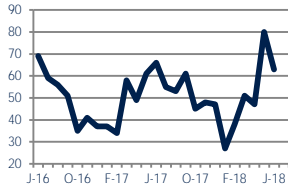
The Long & Foster Market Minute™

Focus On: Bon Air and Huguenot Farms Housing Market

June 2018

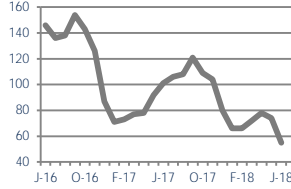
Zip Code(s): 23235

Units Sold
63



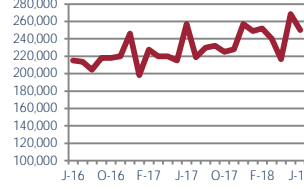
Down -5%
Vs. Year Ago

Active Inventory
55



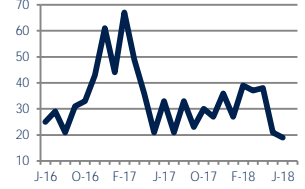
Down -46%
Vs. Year Ago

Median Sale Price
\$250,000



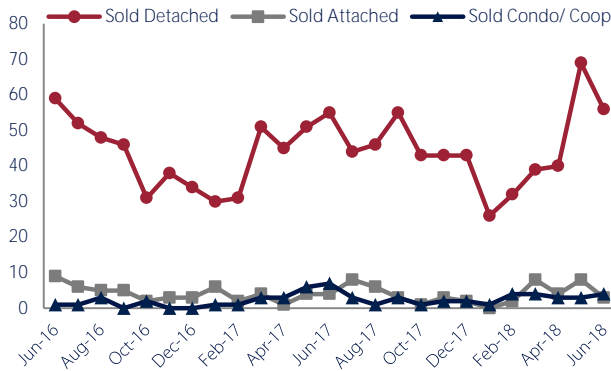
Down -3%
Vs. Year Ago

Days On Market
19



Down -42%
Vs. Year Ago

Units Sold*



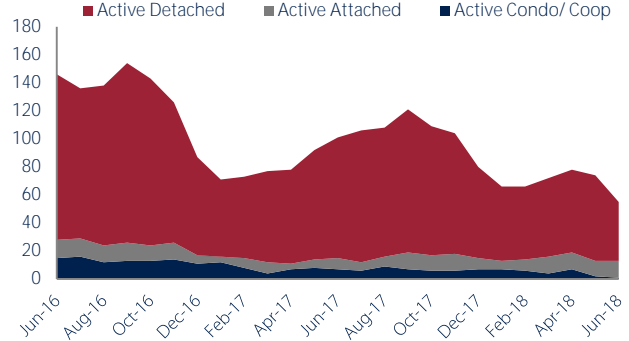
Units Sold

There was a decrease in total units sold in June, with 63 sold this month in Bon Air and Huguenot Farms versus 80 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 5% versus June 2017.

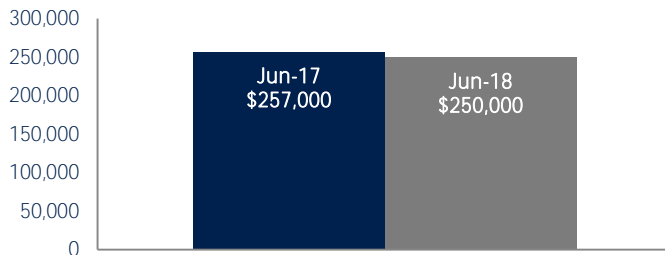
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 46%. The total number of active inventory this June was 55 compared to 101 in June 2017. This month's total of 55 is lower than the previous month's total supply of available inventory of 74, a decrease of 26%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Bon Air and Huguenot Farms Homes was \$257,000. This June, the median sale price was \$250,000, a decrease of 3% or \$7,000 compared to last year. The current median sold price is 7% lower than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Bon Air and Huguenot Farms are defined as properties listed in zip code/s 23235.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



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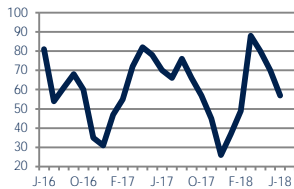




Zip Code(s): 23235

New Listings

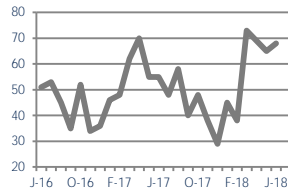
57



Down -19%
Vs. Year Ago

Current Contracts

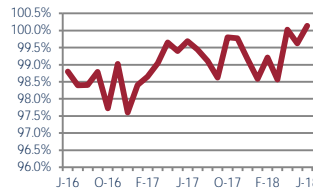
68



Up 24%
Vs. Year Ago

Sold Vs. List Price

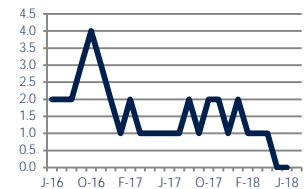
100.1%



No Change
Vs. Year Ago

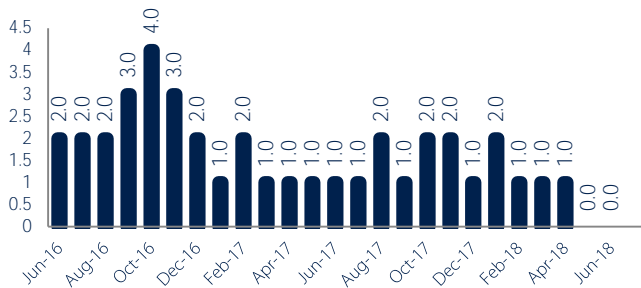
Months of Supply

0.0



Down -100%
Vs. Year Ago

Months Of Supply



Months of Supply

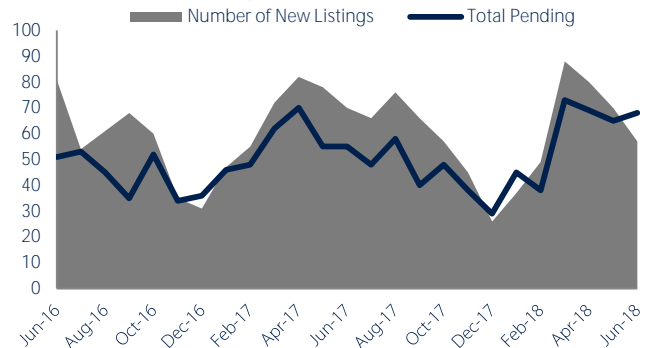
In June, there was 0.9 months of supply available in Bon Air and Huguenot Farms, compared to 1.5 in June 2017. That is a decrease of 43% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

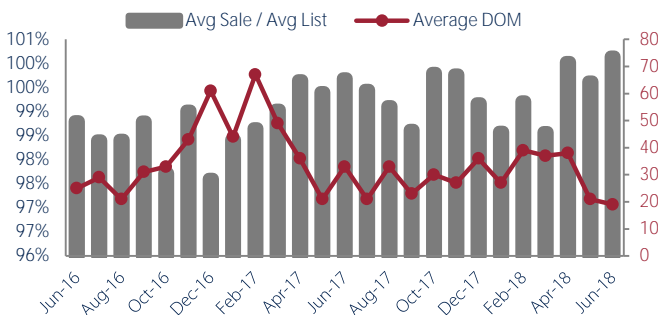
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Bon Air and Huguenot Farms compared to 70 in June 2017, a decrease of 19%. There were 68 current contracts pending sale this June compared to 55 a year ago. The number of current contracts is 24% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Bon Air and Huguenot Farms was 100.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 19, lower than the average last year, which was 33, a decrease of 42%.



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